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AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Semi-Monthly by American Fruits Publishing Company, Inc.



Vol. XXVIII

ROCHESTER, N. Y., DECEMBER 15, 1918

No. 12

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NUMBER OF EDITIONS HAS BEEN DOUBLED

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AMERICAN NURSERYMAN—December 15, 1918

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

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RALPH T. OLcott
Editor and Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
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This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

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Say you saw it in
THIS PUBLICATION

American Nurseryman

The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol. XXVIII

ROCHESTER N. Y., DECEMBER 15, 1918

No. 12

A Virginian Answers a Nursery Advertisement

There was a certain man going up from the City of Ignorance to the delightful country of Nut Culture, who fell among robbers in the guise of nut nurserymen. They stripped him of a part of his worldly goods, leaving him half dead trees wholly unsuited to his home climate and also left him with a feeling of hopelessness as to reaching his desired goal.

Whether or not there were any self-satisfied Priests and Levites of the industry who saw and realized the condition of the unfortunate wayfarer, and passed by on the other side, the victim is unable to say. But there did pass that way a good Samaritan who seeing his condition, had compassion on him, not only pouring wine and oil into his wounded feelings, but conveying him (not to an inn), but to his own home. There his wounds were healed, he was given good advice and much information, and he was finally started again on his journey with sufficient knowledge and protection to avoid many of the pitfalls of the remainder of his excursion and with new hopes of success.

It is not the purpose of this article to dwell upon the highwaymen, nor upon the Priests and Levites of the craft. We will, like the narrator of the original parable, allow them to sink unnamed into the oblivion which they no doubt deserve. A feeling of combined modesty and pride also prevents the sufferer from being named. But all ought to be interested in the good Samaritan who, it seems to the writer, should be held up as a most worthy example to other workers in the field. It will probably be no surprise to his friends and acquaintances therefore when I name him, Mr. Thomas P. Littlepage, of Washington, D. C. And I am doing so without his consent or even knowledge.

It may not be out of place for a "cub" in the industry of nut growing to give public expression to the feeling of appreciation he holds for one of the fathers of the art or science, and a short exposition of his own progress may be of interest, not only to other beginners, but to public-spirited experts as well.

Having a small place in Virginia in the neighborhood of Washington, this "cub" was anxious among other things to have some nut trees. In due time a most attractive advertisement fell under his eyes and as a consequence a most alluring catalogue came into his hands. In due course therefore he became the proud possessor of a group of motley trees supposed to be perfectly hardy, which were planted with the utmost care and expectation. Some of the English walnuts managed to survive though the tips of their ears seemed to annually shrivel, but those of the pecans which lived at all, had the unfortunate malady of annually contracting their miserable lives to the regions of their toes when touched with the cold, each throwing out exuberant shoots during the following summer, to be again killed when hoary winter reigned. Naturally this was disconcerting

and the anticipated hoard of nuts heaped high against holiday needs looked as hopeless as last winter's coal bin. Thus rank despair supplanted rosy hope; but it is always darkest before dawn, and so it proved in this case; for a mutual friend, knowing the failures of the youngster, and the fame of the "oldster" brought them together. And then the former began to learn something of nuts and nut culture.

cut down in places into gorges by the foot-steps of centuries but walled with the green of the honeysuckle and adorned with the glorious hues of autumn. Yonder was a particularly fine specimen of persimmon that had in time past caught the watchful eye of the master. Here we must stop and admire that wonderful oak, sprung from an acorn that had been planted by some prehistoric squirrel when Columbus was an infant. There we must notice yon group of hickories garbed in cloth-of-gold. Over in that swamp is some of the fortunately rare poison sumach. And surely on such a journey we must digress in order to visit one of the neighboring shrines of the devotees of nut culture—discovered and pointed out by Mr. Littlepage—the ancient home of Mr. Justice Gabriel Duvall. He was one of the early notable men of Maryland, member of the early Congresses, of the United States Supreme Court, and a friend of Thomas Jefferson. In front of the old Colonial home stand several enormous pecans, undoubtedly the gift of Mr. Jefferson to Judge Duvall, while in the surrounding fields and along the fence rows and roadsides, numerous progeny have taken sturdy stand. After collecting samples of the nuts from these historic trees, the company continued continued on their way, the journey being made more enjoyable by excerpts of poems appropriate to the season and the surroundings. Some were from the pen of Whittier and some were original with Mr. Littlepage, but which were Whittier and which Littlepage knew, they were all so excellent. So in due time we reached our destination.

An account of Mr. Littlepage's place and his varied work there cannot be comprehended within the limits of this recital, but it was all intensely interesting to the "cub," who saw pecans and walnuts and filberts and cherries and apples and innumerable other things in all sorts of amazing shapes and sizes and unexpected conditions. Nor is it remarkable that when he and the mutual friend left that most delightful spot, the automobile was loaded with trees and the occupants were loaded with knowledge which it is hoped will help a certain small spot in Virginia to blossom, if not like the rose, very much like a successful nut orchard.

In conclusion, the writer, who confesses that he is a lawyer, will say that if ever he is unfortunate enough to be opposed to Mr. Thomas P. Littlepage in any legal controversy, he has decided that there is, at least, one way to master him. Wait until he is in the midst of his most able argument, and then casually remark aloud that there is a walnut down by the creek back of the Court House which is better than the Stabler. I can see my worthy opponent, forgetting Judge, jury, case and client, and making a bee-line for that creek to ascertain the truth of the allegation. But that would be taking an unfair advantage of a generous benefactor.



T. P. LITTLEPAGE

All who know or have heard of Mr. Littlepage appreciate that he is a born, dyed-in-the-wool nut enthusiast. But without seeing his surroundings, one may not realize how it saturates everything connected with him and sort of oozes out in the most natural manner from every nook and cranny. Entering his office he may be found, for example, sampling the merits of canned walnut meats. Scattered through his many "Doe v. Roe" records are photographs of the most remarkable pecans or walnuts or filberts. Reposing on his file cabinets are cartons and jars and boxes of nuts. The radiator behind his chair is marred and misshapen from constant use as the anvil of a nut cracker. Among such surroundings and under the tutelage of such a master, is it remarkable that the "cub" became enthusiastic and invited himself to visit Mr. Littlepage's farm and nut orchards, which lie in Maryland midway between Washington and Baltimore? This invitation was accepted or acceded to by the courteous owner who further offered to act as pilot.

Leaving the magnificent modern road system which Maryland has established, the tutor, the pupil and the mutual friend traversed the more homely, but more peaceful and pleasant country by-roads. By-roads they are that date back to the earliest pioneers of Maryland, wandering over the rolling hills and through the quiet valleys,

A Nurseryman Demands Rights In Free America

An Un-American Law

The following correspondence is self-explanatory:

State Crop Pest Commission,
Blacksburg, Va.

Waynesboro, Va., Nov. 22, 1918.
Mr. J. F. Jones,
Lancaster, Pa.

Dear Sir:—This is to call your attention to the fact that a shipment of trees from you to Mr. W. E. Lacy, Charlottesville, Va. has been ordered held in the hands of the express company until further notice. This shipment did not carry the official green tag showing that you had been registered in this state according to law, and as your name is not on the list supplied me by State Entomologist W. J. Schoene, of Blacksburg, Va. would advise you to communicate with Prof. Schoene as quickly as possible, so this matter can be adjusted. I have also written to Blacksburg, but in brief our inspection law requires outside nurserymen to pay \$20.00 registration fee and they must submit a copy of their state inspection certificate, and they must buy official tags to attach to shipments showing compliance with the law.

Yours very truly,

H. J. HART,
Assistant State Entomologist.

Prof. W. J. Schoene,
State Entomologist,
Blacksburg, Va.

Dear Sir:—I am just in receipt of a letter from your assistant, Mr. H. J. Hart, Waynesboro, Va. saying that a shipment made by me to Mr. W. E. Lacy, Charlottesville, Va. has been held up.

According to my way of thinking with my present knowledge of your practice of exacting \$20.00 for the privilege of shipping trees into your state, it is manifestly wrong and I can't contribute to it; besides, with my small business, I can't afford to. I grow and sell nut trees exclusively and no claim can be made as to this being just on the ground of any danger of insect pests or diseases.

If nurserymen in your state who ship into Pennsylvania are asked to pay for the privilege I am not aware of it and I would feel ashamed of it if true.

I am, of course, always willing to let the other fellow have his say and am willing to "be shown" and if you can show me wherein your state is right in the matter I will send you my check at once even if I never make another shipment into your state.

If you have to refuse delivery of this shipment order it returned at once and oblige.

Very truly yours,

J. F. JONES.

Dec. 11, 1918.

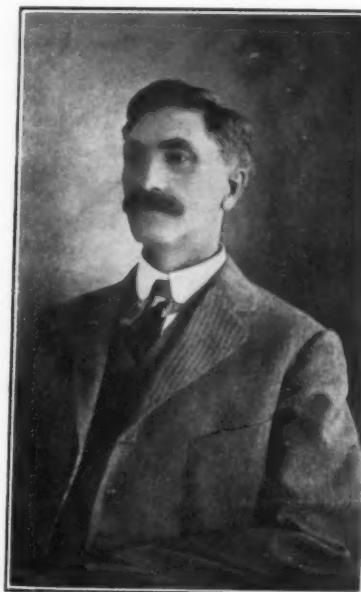
Hon. James L. Slayden,
Chairman, Sixty-fifth Congress,
House of Representatives,
Washington, D. C.

My Dear Sir:—Your letter Dec. 10th, together with a copy of your letter to Mr. John Anderson, Charlottesville, Va. who is manager of your farm there. I note that the inspector held up delivery of the shipment at Charlottesville and I am writing the agent at Charlottesville that if he is unable to deliver the same to return it to me at once if he has not done so.

This shipment was not held up because of any insects or diseases, but because the state of Virginia has a discriminating law

against nurserymen outside of the state of Virginia, and for the privilege of shipping into the state nurserymen outside of the state of Virginia are required to buy a permit (license) and pay therefor \$20.00 and pay for tags printed by the state of Virginia to put on bales or boxes shipped into the state. I have refused to pay for the privilege of shipping trees into Virginia, for the reason that it is wrong and I don't want to contribute to it.

This is the second shipment they have held up for me, as you will note by the enclosed correspondence with the State Entomologist. This correspondence also makes my position clear. Your order was shipped previous to receiving their letter



J. F. JONES, Lancaster, Pa.

advising that the shipment to Mr. Lacy was held up.

I am enclosing my check to your order in refund for the amount sent me.

In my letter to Prof. Schoene, a copy of which I enclose, I told him that if he could show me wherein the state of Virginia was right in requiring nurserymen outside of the state to pay for the privilege of shipping trees into the state of Virginia, I would send him my check at once. He has not submitted anything on his side and of course knows he can't do so.

Nurserymen have been working for years trying to get uniform laws covering all states; but so far I know, without making very much headway as yet. You are in an official position to help greatly in this matter and if you would do so I would be glad to have the American Association of Nurserymen supply you such data as they have in hand.

Of course should refuse to pay for something which is manifestly wrong, but many of them are doing so and feel that they have to, as they must deliver the stock.

Very truly yours,

J. F. JONES.

THE GUIDE FOR PURCHASERS

"American Nurseryman" affords special opportunity to keep a business name before the trade the year around either separately or in connection with display advertising on the inside pages. 25 cents a line; minimum, \$1.00.

Living Memorials For Heroes

The plan of planting trees as memorials to soldiers and sailors which originated at the Chicago convention of the American Association of Nurserymen and which the *American Nurseryman* took up in a double page spread after the convention and has urged consistently since, is gathering momentum.

The New York City Park Department has contracted for 40 American elms to be planted on an avenue in Central Park to commemorate the New York City soldiers and sailors who fell in the great war. These trees are nursery grown, perfect in form, 30 feet high and 8 to 10 inches in diameter. They are to be delivered and planted next spring. Each will represent a local draft board and will bear a bronze tablet whose design will be approved by the Municipal Park Commission and whose details will be prepared by the Community Council of National Defense. All the tablets will be identical except as to size, this feature being governed by the number of heroes named to be included.

A tree as a memorial to each war hero, and a grove for each regiment.

This plan was endorsed by the Pennsylvania Forestry Association at a meeting this month in their headquarters, 1012 Walnut street, Philadelphia, Pa.

Each such tree would be marked with a name plate, and thus constitute a living memorial to our soldiers. It would also largely increase the number of trees in the state, it was pointed out.

New Nursery Organization

The Wichita Nurseries & Seed House, of Wichita, Kan., has formed a new organization calling it the Wichita Nurseries & Seed House of Winfield, Kansas; making two plants, one at Wichita and one at Winfield. The Winfield Nurseries is a partnership consisting of W. F. Schell and Thomas Rogers. Mr. Rogers who is well known among nurserymen as being one of the best growers in the West is associated with the firm of Cooper & Rogers, but after next spring will give all of his services to the new company. W. F. Schell is one of the oldest nurserymen in the country and perhaps is now the pioneer nurseryman of Kansas still in business. They have taken over the packing house formerly belonging to the Winfield Nursery Company which is said to be one of the best equipped houses in the West for a retail and wholesale business. As is well known Mr. Schell is the sole owner of the Wichita plant. He was born in Geneva, N. Y., in 1855 and when a boy began his nursery training with W. & T. Smith Company and Maxwells of that place.

Mr. Schell has long been prominent in nursery and horticultural circles of the Middle West. He has served as vice-president of the Kansas State Horticultural Society; was Kansas Commissioner of Horticulture at the World's Fair in St. Louis, in 1904; Commissioner of Parks of the City of Wichita in 1915, 1916 and a part of 1917 and is an honorary member of the Luther Burbank Society of California.

"As the result of our advertisement in *American Nurseryman* we are so busy with orders and correspondence that we have no time to prepare new copy. You may continue the advertisement in its present form."

D. HILL—The
Evergreen Specialist

HILL'S Choice Evergreens Etc.

Look over this list of Young Evergreens, as well as Deciduous Trees, Shrubs, and Vines for lining out, and let us reserve your requirements now, while assortment is complete and stock available. Shipments can be made this Fall or next Spring, as desired. Hill's over 63 years in business is your guarantee of complete satisfaction and a square deal.

EVERGREEN SEEDLINGS AND ROOTED CUTTINGS, ETC.

Suitable for Bedding Out.

	Inch	100	1,000		Inch	100	1,000
Amelanchier Canadensis	4-8	6.00		Sambucus Canadensis ..	6-15	2.50	15.00
Berberis Thunbergii ..	6-12	1.50	10.00	" Aurea ..	6-12	2.75	17.50
Castanea Dentata Ameri- cana ..	6-15	2.75	18.00	" Nigra Lacin'a ..	12-18	2.75	18.00
Cephaelanthus Occidenta- lis ..	4-8	2.25		" Pubens ..	12-18	3.00	20.00
Chionanthus Virginicus ..	4-8	1.50		Sorbus Americana ..	6-12	3.00	20.00
Clematis Vitalba ..	6-12	2.75	18.00	"	12-18	3.50	25.00
Cornus Amomum ..	12-18	2.50	15.00	Spiraea Anthony Waterer ..	6-12	2.50	25.00
Cornus Mascula ..	6-12	3.00		Spiraea Opulifolia ..	12-18	2.75	17.50
Cornus Paniculata ..	6-15	2.25	15.00	Spiraea Opulifolia Aurea ..	6-12	4.00	30.00
Cornus Siberica ..	12-18	2.75	18.00	Spiraea Vanhoutte ..	6-15	2.75	16.50
Cornus Stolonifera Lutea ..	6-12	2.50	20.00	Symporicarpus Racem's ..	6-15	2.50	16.00
Cotoneaster Acutifolia ..	6-12	2.50	15.00	Symporicarpus Vulgaris ..	12-18	2.50	15.00
Crataegus Carrieri ..	12-18	10.00		Syringa Persica ..	6-15	3.75	27.50
Crataegus Mollis ..	6-12	3.50	25.00	"	12-18	4.00	30.00
Cydonia Japonica ..	12-18	2.75	18.00	Syringa Vulgaris ..	4-8	2.00	10.00
Deutzia Crenata Cand ..	6-12	2.75	18.00	Tamarix Americana ..	12-18	2.25	15.00
Deutzia Cren. Flore ..	6-12	2.75	18.00	Tilia Americana ..	6-12	2.75	18.00
Rosea Pleno ..	6-12	2.75	18.00	"	12-18	3.50	25.00
Deutzia Cren. Pride of Rochester ..	6-12	3.00	20.00	Ulmus Americana ..	12-24	1.75	7.00
Deutzia Gracilis ..	6-12	3.00	20.00	"	24-36	2.00	10.00
Deutzia Gracilis Comp ..	6-12	2.50	15.00	Viburnum Opulus ..	6-12	3.00	20.00
Deutzia Gracilis Eximia ..	6-12	2.50	15.00	Vitis Americana ..	6-12	2.60	16.00
Deutzia Gracilis Mult ..	6-12	2.75	18.00	Vitis Bicolor ..	12-18	2.50	15.00
Deutzia Lemonei Mult ..	6-12	2.50	15.00	Weigela Rosea ..	6-12	3.50	25.00
Forsythia Fortunei ..	6-15	2.75	18.00	Wisteria Brachybotrys ..	6-15	2.75	16.50
Forsythia Intermedia ..	6-15	2.75	18.00	Wisteria Sinesis ..	12-18	2.50	15.00
Forsythia Suspensa ..	6-15	3.00	20.00	Wisteria Multijuga ..	6-15	2.75	17.50
Forsythia Virgissima ..	6-15	2.75	18.00				
Fraxinus Americana ..	6-12	1.00	9.00				
Fraxinus Pan. Grand ..	6-12	4.00	30.00				
Juglans Nigra ..	12-18	2.50	16.50				
Kerria Japonica ..	6-12	2.80	18.00				
Ligustrum Amurense ..	6-15	2.25	12.50				
"	12-18	2.50	15.00				
Liriodendron Tulipifera ..	6-15	3.25	12.00				
Lonicera Fragrantissima ..	6-12	2.75	17.50				
Lonicera Halliana ..	12-18	2.75	18.00				
Lonicera Morrowii ..	6-15	2.25	15.00				
Lonicera Tatarica ..	6-15	2.50	15.00				
Mahonia Aquifolium ..	4-8	4.50	35.00				
Pachysandra Terminalis ..	4-8	3.50	25.00				
Philadelphus Boni Blanc ..	6-12	3.00	20.00				
Philadelphus Cor. ..	6-15	2.50	16.00				
Philadelphus Cor. Grand ..	6-15	2.75	18.00				
Philadelphus Erecta ..	6-12	2.50	20.00				
Philadelphus Mont Blanc ..	6-12	3.00	20.00				
Populus Carolinensis ..	12-18	3.00	20.00				
Populus Maximowiczii ..	6-15	3.50	25.00				
Populus Nigra Italica ..	12-18	3.25	22.50				
Prunus Padus ..	12-24	3.00	20.00				
Prunus Padus ..	12-24	3.50	20.00				
Prunus Pennsylvanica ..	10-12	4.50	35.00				
Prunus Serrulata ..	6-15	2.50	16.00				
Ptelea trifoliata ..	6-12	2.00	12.00				
Quercus Rubra ..	6-12	2.50	15.00				
Quercus Alba ..	6-12	2.50	15.00				
Quercus Palustris ..	6-12	2.50	16.00				
Quercus Coccinea ..	6-12	2.75	18.00				
Quercus Macrocarpa ..	6-12	2.50	15.00				
Rhamnus Cathartica ..	6-12	2.50	16.00				
Robinia Pseudacacia ..	12-18	1.50	8.00				
Rosa Acicularis ..	6-12	2.50	15.00				
Rosa Wichuraiana ..	6-15	2.25	12.50				
Russian Arvensis ..	24-36	2.50	15.00				
Salix Britzensis ..	12-18	3.50	25.00				
" Babylonica ..	12-18	3.50	25.00				
" Elegantissima ..	12-18	3.50	25.00				
" Nobile ..	12-18	3.50	25.00				
Blanda ..	12-18	3.50	25.00				
TERMS:							
Net Cash. First order from all firms not having an account with us should be accompanied with full cash remittance, which earns 3 per cent. discount and boxing free. To customers of approved credit or who supply satisfactory reference, 60 days net. C. O. D. Orders will be shipped promptly when 1-4 cash is sent to insure acceptance at destination.							

The Above Prices are intended for the Trade Only. 50 at 100 rates. 500 at 1,000 rates.

COMPLETE PRICE LIST ON REQUEST

HILL'S MOTTO

High Quality, Reasonable Prices, Prompt Service,
Courteous Treatment.

Give us a trial. We can save you money and please you as well. Our close proximity to Chicago, the great railroad centre, means quick service and low Chicago rates.

The D. Hill Nursery Co., Inc. Evergreen Specialists

Largest Growers in America

Box 402

Dundee, Illinois.

AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they effect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Semi-Monthly by
AMERICAN FRUITS PUBLISHING CO., INC.
30 State Street, Rochester N. Y.

Phones: - Main 1603; Main 2802
RALPH T. OLcott, Pres. and Treas.

Chief International Publication of the Kind

SUBSCRIPTION RATES	
One year, in advance	\$1.00
To Foreign Countries, and Canada	2.00
Single Copies	.10

Advertisements should reach this office by the 12th or 17th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., DEC. 15, 1918

An America Fruitful and Beautiful

BUSINESS

An unprecedented degree of the power of industry has, because of a people's passion for victory, been willingly given up to those in authority over us. Yet business lives. The government desires it to live. The government calls upon it to preserve, to strengthen its own organizations. The government urges it, not only to make its voice heard now, but to take serious counsel regarding the future.

This work has begun. Parliaments of business are gathering daily at Washington. Upon the calendar of their deliberations is written: First, how can we help win the war? Secondly, what is our program, once the day of victory has come—Harry A. Wheeler in the Nation's Business for August.

Co-operation, with Competition

A BILLION DOLLAR INDUSTRY

THE horticultural interests of the United States comprise one of the basic industries of the country. The approximate commercial value of the product derived therefrom is fully \$1,000,000,000 annually, according to the estimate of the National Congress of Horticulture, the organization of which was brought about through the persistent efforts of the "American Nurseryman." The welfare of the whole people of the United States depends largely upon the fostering and developing of these interests.

Scientific, systematic, practical, effective and adequate endeavor to promote this industry starts in the nurseries of the country which represent an investment of \$25,000,000. The activities of orchardists and landscape planters are inseparably connected with those of nurserymen and are recorded in close association in this publication.

The "American Nurseryman" represents in the highest degree every worthy movement for the development of this great field and has earned its title of THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE.

ORGANIZE THE INDUSTRY

As is well known to our regular readers the American Nurseryman has always been a strong advocate of trade organization. It was foremost in the work of re-organizing the national association of nurserymen; and, firm in the belief that a business concern or an organization of business men must deteriorate if it does not progress—that it cannot stand still—we have persistently argued for further advancement.

Good work has been done in recent years installing modern equipment in the American Association of Nurserymen. This body is equipped to serve many more than it is serving and in our opinion there has not been enough action in the matter of extending the membership.

The American Nurseryman is running an appeal to nurserymen who are not members to join the organization. That it is having some effect is shown by letters from readers saying they have made application for membership. The list of standing committees of the Association does not include one on membership and we presume it is the thought that upon the office of the secretary devolves the function of increasing the membership. Undoubtedly when that office gets into full operation the matter of membership will receive regular attention. The Association members many of whom have worked on this subject in other years may profitably continue efforts to interest non-members; for an organization of a thousand members can accomplish more than one of less than half as many.

We shall be glad to have the co-operation of our readers in emphasizing the advantages of membership in the national body; and we shall especially welcome suggestions and communications on the subject for publication from officers and committeemen of the organization.

MEETING LABOR CONDITIONS

America leads the world in farm tractors. War's necessities have developed wonderful mechanical energy for agricultural purposes. A writer in a technical paper says: "The 1918 food crisis is more acute than that of 1917. Not only must our farmers till 330,000,000 acres of staple food crops this year, but they must produce on this enormous area more than \$20,000,000,000 worth of farm products if they are to meet the demands of the Allied nations.

"Without the tractor, it would have been little short of an idle dream to undertake such a great undertaking, facing a great labor shortage and a shortage of horsepower. If the farm-boy or hired man has not gone to war, he has, in the majority of cases, answered the call of high wages in munition-, steel-, and war-order shops. Then the farmer faces a shortage of farm implements. It is only by the increased efficiency of the tractor that the present supply of these is to be made useful."

In Kansas, although more than fifty thousand men, mostly farmers, are in military service, 9,500,000 acres were seeded to wheat last fall. The farmers planted more than 24,000,000 acres to crops this spring; this means that approximately 35,000,000 acres of crops were harvested. Under ordinary conditions, between sixty and seventy thousand transient laborers come into the state to help harvest, but this year the enormous acreage was handled with tractors. The secretary of the Kansas Board of Agriculture is quoted as saying:

"The tractor is doing the work of eighteen thousand to twenty thousand men in Kansas. In the past two years the farmers of

the state have increased their ownership of tractors by one hundred per cent, so satisfactory have been the results.

"The tractor operator can raise larger crops because he plows deeper, can make a better seed bed, can cultivate and till the soil more and better after the crop has been planted; he can double his output—that is, he can tend more than twice as much land, and he can do it better and with less labor and with less expense. Therefore, he can make more crops grow on the same area than he heretofore farmed with horses, but in addition he can accomplish this same result over more than twice the area."

Why should not the tractor be used by nurserymen in the production of young stock in this country, and thus solve one of the problems which had to be met so long as there was likely to be competition of cheap labor in Europe?

Government action on importations may entirely remove this element of competition and moreover it will probably be many years before labor in Europe will be as cheap as before the war. Aside from all consideration of foreign competition, the use of the tractor would aid mightily in the problem confronting the producing nurserymen.

HOW TO GET HARMONY

Various ways of making sales—extending business—getting money—are advocated from time to time. Now and then we are told how to get harmony in trade matters, in business. When a business is disposed of by one party to another a very tangible item in the transaction is the Good Will. If we are to believe what some nurserymen say of some other nurserymen, that item would cut a pretty small figure in the sale of the property of some nurseries—in the opinion at least of some.

It is a pleasure to record expression of opinion, based upon experience, of one who can vouch for a large measure of Good Will attached to nursery concerns which have made it a policy to do business on good business principles—and thus have done a great work in promoting harmony in the trade. Mr. Schell's communication in another column is a deserved tribute to the policies consistently maintained by the concerns he names. Do such policies pay? How far, do you think, would Mr. Schell look beyond those concerns if he were out to buy stock which they could supply?

Communications such as this are an encouragement for the practice cited. Are there others with experiences to relate?

THE PROPER SLOGAN

We have been studying that expression, "Co-operation, Not Competition," our thought being that somehow it does not quite fit the naturally desirable condition. Co-operation, of course. But there must also be competition in human effort. The very idea of the American government is individual liberty and free competition under the laws enacted by the representatives of the people. In these days of democracy we all have to guard against unintentionally wrong tendencies. The collapsed German empire was an example of blind co-operation without competition; the German people are waking up to that fact. In any republic there must be free competition.

Therefore we have changed the slogan in our editorial page, to read:

Co-operation with Competition.

Let us compete in our endeavors to attain and maintain a high standard, co-operating as we do so for the welfare of the entire trade.

GOVERNMENT AID IN VIEW

B. T. Galloway, who has served as chief of the U. S. Bureau of Plant Industry and as Associate Secretary of the U. S. Department of Agriculture, recently summarized the situation regarding plant importations, outlining the problems which the *American Nurseryman* has been discussing for months. He did not attempt to offer a solution; but we note with special interest the fact that one who has been a prominent worker in the federal department recognizes the importance of the subject sufficiently to discuss it.

For a good many years, he says, the Office of Foreign Seed and Plant Introduction of the Department of Agriculture has been engaged in bringing in plant material that gave promise of value for stocks. Special attention has been given to fruit stocks, particularly stocks for the apple, pear, peach, apricot and plum. Since 1898 something over 400 types of pears have been introduced and disseminated. Many types of peach and plum have also been introduced and have been placed in the hands of specialists and others for work in connection with securing disease and insect resistance, soil and climatic adaptability, and congeniality.

The plants and plant materials that will be allowed to come in under restrictions and regulations are lily bulbs, lily of the valley, narcissus, hyacinths, tulips and crocus, where such plant materials are not packed in sand or soil and are free from balls of soil. Seedling fruit stocks, cuttings, scions and buds of fruits for propagating will also be admitted under regulations, together with rose stocks and propagation. All nuts, including palm seeds, will be admitted as well as seeds of fruits, forest, ornamental and shade trees, together with seeds of deciduous and ornamental shrubs and seeds of hardy perennial plants and medicinal plants.

Groups that will be automatically excluded include such things as budded and grafted fruit trees; grape vines; bush fruits; forest and ornamental deciduous trees; ornamental deciduous shrubs; coniferous trees, including pines, evergreen trees and shrubs, including the broad leaf types, and a considerable list of what is commonly known as field-grown florist stock.

The Board makes provision for the importation through the Department of Agriculture of new plants, seeds, bulbs, etc., for experimental and scientific purposes and for propagation in this country. This has been the procedure in the past and will make it practicable to import in limited numbers novelties from all parts of the world under safeguards that will assure their freedom from dangerous diseases and insects.

The machinery for this work is already organized in the Office of Foreign Seed and Plant Introduction. While it will not be practicable to undertake large, commercial importations for private firms, it will be within the province of the office to handle the necessary limited shipments of novelties that may be brought in for propagation here.

We have conserved to win the war; we must now conserve to feed the world, says F. B. Mumford, dean of the University of Missouri College of Agriculture. And we may add that beyond the conclusion of formal peace negotiations it will devolve upon America to supply food to European nations for a long time. Growers of grains and meat are interested especially in this situ-

ation—and so are growers of fruit. Nurserymen, then, have a very definite part in world reconstruction plans.

THE TIME TO PUSH

Pertinent comment on good business policy is herewith reproduced from the Florists Exchange to which paper John Watson wrote recently in regard to the fall price list of the Princeton Nurseries, Princeton, N. J.:

"I can't help but feel that the present tendency on the part of so many nurserymen to cut down their advertising and to reduce their catalog expense is a serious mistake. Certainly we have to save paper. But it is poor economy to save it in the direction of possibly reducing the planting of such essentials as ornamentals and fruit bearing trees and plants. The government does not regard as non-essential the use of full pages in the Saturday Evening Post to advertise Victor Talking Machines and records. We nurserymen have been given every sort of encouragement by the Secretary of Agriculture, declaring that there should be no let-up in the planting of fruit trees, particularly; and the Director-General of Railroads has placed nursery stock in the list of things entitled to priority movement when in the hands of the transportation companies. The distribution of the things that we nurserymen grow has been declared by at least three of the departments in Washington as being vital and absolutely essential.

"It would seem to be necessary then only for us to convince ourselves that our activities are not useless and that our business is worth while. It seems to me that this is the very time of all times for us to push our business to the utmost. The wholesale nurseryman is decidedly handicapped, because he cannot create a demand nor develop a market; he can sell only when the retail nurserymen—the distributors—are selling more than they are producing. Our list addressed to the trade, then, is sent out with this idea. We have tried to make it a handsome list and we have earnestly endeavored to make it an intelligent list. Our aim has been to tell the reader something about our stock and to give him an idea, with comment and illustrations, of its quality. And we have frankly stated the grounds upon which we invite orders from the distributing nurserymen.

"It may be unusual to use Warren's 75 pound Cameo Sepia and double-tone brown ink for printing the list. These are not cheap things, as you know, and these illustrations, made from photographs taken for the purpose, represent some outlay. And then, giving over the two cover pages—the most important in any book—to pictures of non-commercial things not at all suggestive of the contents of the book, may be flying in the face of all advertising rules; but I believe those pages have a value and I believe that the man who sees the outside of this book is going to have his interest aroused sufficiently to see the inside of it. We nurserymen are farmers and not experts in preparing advertising matter. But I notice that many advertisers fall into the mistake of talking to themselves instead of talking to their audiences. Sometimes I think we are so close to our own propositions that we cannot see them as they are, but rather as we think they are, or as we think they ought to be; and so whatever we say in our advertising is colored by our own viewpoint and our personal opinions, and we fail to get the viewpoint of the people we are addressing. And in the advertising—whether

in books, or in papers or in letters—it seems to me it is necessary to know what the other fellow thinks or wants to know and to talk to him from his standpoint. In making up this list, I have tried to make myself the other fellow. I don't know how successful I have been in the effort to make this a book that ought to bring orders. I shall soon find out."

THE DEVELOPMENT PLAN

The idea of the Market Development Plan is graphically illustrated in comment by Secretary Young of the Society of American Florists whose publicity campaign has been under way nearly a year. It is to get the public interested, directly interested in the use of nursery stock. When once the propaganda is launched the various ways in which it will be given a boost will astonish nurserymen. Secretary Young says:

Through our magazine advertising many thousands of people have turned their minds to flowers as mediums for the expression of sentiment under various conditions. Every man brings to this office letters from all parts of the country requesting copies of our little booklet, "Say it with Flowers," and information in regard to filling orders in distant cities. This result is gratifying to us, even though representing but a fraction of the interest which is aroused by the publicity our fund provides.

Our slogan has even had expression on the stage. We are informed that recently in a vaudeville performance, during a pause in a dual song and dance act where, according to custom, a little banter passes between the partners, the male of the duet made a stammering protestation of love to the woman, whereupon the latter said, "Oh! cut it out and say it with flowers." This brought a hearty laugh from the audience, which is fair to assume recognized the slogan.

Gradually, but irresistibly our slogan is taking hold. Any florist who is not giving it a personal push is making a mistake, which it is fair to assume recognized the means for a push through the dealers' aids service.

Nurserymen are losing time in not having the leaven working in their direct behalf. We are surprised that the dealers do not make a pronounced advance in the matter. They want to reach the public directly.

The public ought to be using in everyday conversation the slogan, "An America Fruitful and Beautiful"—and connecting it with the planting of a tree or shrub.

Why not carry into American Association of Nurserymen circles the slogan upon which such organizations as the Rotary Club are built: "Buy it of a member?" Surely membership in the national organization ought to carry with it at least this feature.

When writing to advertisers just mention *American Nurseryman*.

A STANDARD FOOD PRODUCT

Apples are a standard food product. Many persons think of apples as a tonic or relish used for dessert or as an appetizer. Apples rank in food value close to potatoes and higher than many vegetables. The best grade of ripe apples runs from 15 to 18% in food value, mainly sugar; thus in 12 cars of apples there would be something like two cars of sugar and other food constituents. If 1,500,000 bu. of apples going to waste annually in Iowa for instance, could be saved for food purposes, there would be conserved in this process some 12,000,000 lbs. of sugar and food constituents.

"We appreciate very much the splendid work you are doing for the nursery interests of the country.

Commercial Fruit Culture

The Apple Crop

The New York commercial apple crop is estimated as slightly over seven million barrels as compared with 2 1-3 million barrels last year and nearly seven million barrels in 1916. The quality is better in this state than for several years past. Due to the high price of barrels a large proportion of the Western New York crop is being shipped in bushel baskets. By-product plants are operating at maximum capacity wherever sufficient labor can be secured. The United States commercial apple crop for 1910 will exceed the 1917 production by approximately nine per cent. The production for this year is now estimated at 25,000,000 barrels as compared with 22,519,000 barrels in 1917. The barreled and bulk apple production is estimated at a 31 per cent increase over last year, while the 1918 boxed apple crop will fall short of last year's production by 22 per cent.

Seventy-five reports received from the more important grape counties indicate that the yield this year will average only about 1,300 lbs. per acre as compared with 3,200 lbs. last year. The yield was lowest in Chautauqua and adjacent counties.

The reason that prominence is given to the New York apple crop is seen in the fact that the Empire state produces more than seven million of the eighteen million barrels of apples in the barreled apple producing states; and of that seven million barrels Western New York produces nearly six million.

Fewer Apple Trees In Kansas

According to statistics in the thirty-fourth biennial report of the Kansas State Horticultural Society, plum, cherry and quince trees have survived and increased to quite an extent, but apples, pears, peaches and apricots have diminished in numbers until there are 258,913 fewer bearing fruit trees in Kansas during 1917 than the year before.

The total number of fruit trees bearing at the end of the year just finished is reported by O. F. Whitney as 4,273,018. Of this number 2,015,486 were apples. There were 223,509 pears, 1,225,655 peaches, 253,433 plums, 441,357 cherries, 7,381 quinces and apricot trees numbered 106,989.

Secretary Whitney is urging the propagation of fruit trees for the following reasons:

"Fruit is necessary to the welfare of every home. Apples produced in Kansas are of excellent quality. Properly managed orchards are profitable branches of agriculture. The increased demand for fruit and the high prices paid will justify the assertion that now is the time to establish a small orchard. Conditions in Kansas call for either a commercial or home orchard."

\$1,000.00 For Fruit Prizes.—The Connecticut Pomological Society has voted \$1,000.00 for premium money at its annual fruit show that will be held early in December. In addition to the regular classes for members of the society, there will be junior classes for boys and girls under eighteen. Not many, of course, can compete with their own fruit, but this does not matter; the boys and girls are privileged to enter their father's fruit, only they must make the selection, do the grading, and arrange for its exhibition. Thus it is quite possible for apples from the same farm and even the same tree to win first in the junior exhibit and not get a place in the adult classes, all because the boy does a better job than his father.

Hybrid Seedling Apples

At the Fruit Grower's Conference, to be held in Spokane, Wash., Dec. 10th to 13th, inclusive, the Horticultural Department of the University of Idaho will have on exhibition a display of hybrid seedling apples. These seedlings are of known parentage, and are the first fruiting, representing 300 crosses made from the leading commercial varieties grown in the Northwest. This display should be of unusual interest to the nurserymen and fruit growers, since no similar exhibit has been staged in the Northwest.

The apple breeding work in progress at the University of Idaho represents the largest breeding project of any Experiment Station in the United States. To date there are 10,915 hybrid seedlings growing on the University Farm.

Virginia Horticulturists

Upward of 500 apple growers from all sections of Virginia and many from other states attended the 23rd annual convention of the Virginia Horticultural Society in Lynchburg, Va., early this month. C. Purcell McCue, of Greenwood, the president, presided. The secretary is W. P. Massey, of Winchester. Reports were made by Secretary Massey, B. C. Moomaw, Jr., of the Federal Bureau of Markets and S. L. Lupton of the legislation committee and vice-president of the National Apple Growers Association. Apple packing laws were discussed by Secretary J. Fred Crutchfield of the Eastern Fruit Growers Association. There was a great difference of opinion among members as to whether the society should go on record as endorsing a national apple packing and grading law as proposed in a bill drawn up recently by the Bureau of Markets in Washington. Whenever the bill is presented in Congress it is certain to be vigorously opposed by many of the growers in Virginia, it being claimed that the small grower would be virtually forced out of business.

Among those making addresses on Thursday were G. S. Ralston, field horticulturist for the Virginia Experiment Station, who discussed "Peaches;" A. L. Quaintance, of the United States bureau of entomology, on "Oriental Peach Moth Quarantine;" Dr. F. D. Fromme, pathologist, of the state experiment station, on "Cedar Rust;" and Roy E. Marshall, horticulturist, of the state experiment station, on "Outlook for Commercial Apple Growing in Virginia."

Unprofitable Varieties

The report of the committee on elimination of unprofitable varieties, as adopted by the Pacific Coast Association of Nurserymen, at their sixteenth annual convention, held at Portland, Oregon, July 10 to 12, 1918 says:

The task assigned to this committee is of such magnitude that we can only hope to make a beginning at this time. After careful thought and discussion we recommend that the following list of names of fruit trees be dropped from our catalogs and budding lists, and their sale discontinued. Nurserymen who have been making specialties of certain varieties may choose to push such, but unless it is one of merit and demand we would discourage such action."

The list recommended for elimination includes 85 varieties of apples, 4 of crabapples, 22 pears, 15 cherries, 6 prunes, 18 plums, 26

peaches, 4 nectarines, six apricots and 3 varieties of almonds. The committee Albert Brownell, chairman; C. D. Hobbs, secretary; M. R. Jackson, F. W. May and J. A. McGee.

A Thousand New Orchards

The first week in December was Orchard Planting Week in Mississippi. The campaign was under the personal supervision of E. F. White, extension horticulturist, and had the support of nearly 200 county, district and state agents of the men and women federal demonstration force. The men county agents pledged themselves to plant at least one model home orchard in each beat or supervisor's district. This will mean that these orchards are located in every nook and corner of the state.

The women county agents pledged that all their four-year or certificate club girls, and all their prize winning girls would plant their club plots to orchard fruits. This will mean about 300 more orchards. In addition to the 700 orchards put under this organized plan, with the aid of the extension specialists, the principals and agriculturists of the A. H. S., and the other educational forces of the state, it was hoped to plant out an additional 300 orchards. So the goal has been set for 1,000 home orchards for Mississippi this season.

Protect Fruit Trees From Rodents.—Thousands of young fruit trees are annually injured and many are killed by mice and rabbits that gnaw the trees just above the ground. Frequently young trees are completely girdled. This trouble can be largely avoided by protecting the lower part of the tree trunk by banking it with earth late in the fall, or by wrapping the trunk with building paper or even old newspaper. Wood veneer and wire mesh tree guards may be purchased in the market. One or more of these precautions ought by all means to be taken as a means of protecting the young tree. A five or ten dollar tree can be protected and saved by the use of only a little labor and expenditure of only a few cents for material.

The small one-year tree as a rule, depending on the kind, produces few or no side branches. Consequently the buds, instead of growing into branches in the nursery, remain dormant until the following year. They are also less liable to injury in packing. Consequently the small tree within a few weeks after the beginning of the growing season is covered from top to bottom with leaves and short branches. The growth is generally more evenly distributed among the several growing points, than in the case of the overgrown tree. A larger proportion of roots is obtained than it is usually possible to secure with the large trees. The wound made in cutting the tree at the right height for making the head is small and heals over rapidly.

The apple orchard of Melville Green, located in Frederick County, West Virginia, was recently sold to J. E. Hartman of St. Louis for \$155,000. This is said to be the highest price ever paid in that section for an apple orchard. The orchard comprises eighteen acres and this year's crop amounted to 18,000 barrels. It is said that Mr. Green paid only \$18,000 for the orchard when he bought it fourteen years ago.

NO MATTER WHAT

Periodicals you are taking you cannot afford to be without "American Nurseryman," declared by leading Nurserymen throughout the country to be beyond question the most able and valuable Nursery Trade Journal published.

Twelve and one-half cents a month by the year. Twenty-four issues a year.

"We enjoy your publication which is up to the minute in every detail."—H. F. Hillenmeyer & Sons, Lexington, Ky.

Say you saw it in AMERICAN NURSERYMAN

Plant Exclusion Protest

At the office of John Young, Secretary of the S. O. F., in New York City, December 6th was held a meeting to devise means to bring about a modification of the Plant Exclusion Ordinance of the Federal Horticultural Board before the ordinance goes into effect June 1, 1919.

There were present J. D. Eisele, Riverton, N. J.; John Watson, Princeton, N. J.; Charles H. Totty, Madison, N. J.; James McHutchison and C. B. Knickman, New York. A provisional plan was agreed upon in the endeavor to bring about this desired modification. It was felt by those present that the nurserymen and the florists of the United States are not awake to the scope and gravity and general injurious effect upon their business of this exclusion order, one in which, in the opinion of some, the Federal Horticultural Board may have exceeded its authority.

American Pomological Society

After a series of delays directly and indirectly due to war activities, and augmented by the influenza it is gratifying to know that the first half of the proof for the report of the Boston meeting is now in the hands of the several authors and the secretary. As there appears to be no reason for further delays in the printing it is expected that copies will be in the mails by the close of January or before. There is still time to get your name on the membership list and receive a copy as soon as issued. The volume will be excellently illustrated and will contain several papers of particular value to both amateur and professional pomologists. The regular membership fee for the biennial period is two dollars; for life, twenty-five dollars; for associate societies, ten and five dollars respectively. Further information upon the subject of the society and its program of activities may be procured by addressing the Secretary, 2033 Park Road, Washington, D. C.

Recently the president has been advised that many of the state horticultural societies have taken action covering the new membership, given life at the Boston meeting. This betokens a renewed interest on the part of the state societies in this old and stable organization and bespeaks much for the increased activities, attendance and results at the next meeting, which probably will be held in some eastern center the latter part of 1919, though as yet the Executive Committee has not taken action upon the questions of time and place for the event.

It is expected that New York, Pennsylvania, Delaware, Maryland and the District of Columbia will be in the race for the Convention. If the reader has any preference or knows any good reasons why some place in particular should be selected he ought to write the committee or secretary his views.

A feature of the 1919 session will be another student judging contest. Committees in charge of the several phases of the society work will soon be announced; in particular will an early announcement be made of the committee in charge of the score card, judging contest and exhibits, and of the state vice-presidents, who, now being elected in many cases under the new membership plan will be held as the state center posts around which the activities of the American Pomological Society in each state will focus, thereby making numerous locally organized agencies for the encouragement and promotion of our varied national pomological interests. Those centers will also permit of making better arrangements for

Foreign Notes**British Trade Conditions**

"A writer in the Horticultural Advertiser (England) says:

One has not had time to talk much of late, but from what one gathers there are no complaints as to lack of orders, the one cry being that deliveries are so difficult to obtain. Of course, the latter is quite an old complaint prior to 1914, everyone wanting the trees the first week in November; now, however, while the same demand rules, there is little prospect of it being satisfied for another month or six weeks, and those who obtain their trees during the present month may count themselves among the lucky ones.

The plague which has been raging has quite put the cap on the shortage of labor. One nursery I know has had nine men away for two weeks with it, and when they came back they were poor washed-out specimens, unfit for strenuous spade work.

One nursery catalogue sent to me by a well-known firm expresses the position of most of us, for it states that in no case can orders be executed in a hurry, and that orders must be expected to take two or three weeks for execution, and so on.

I have not seen many nurseries this year, but the stocks that I have had the opportunity to inspect, are not only below the normal in quantity, but also in quality. Stocks of fruit trees are not so well handled; standard trees have crooked stems, and the trees generally not as well pruned. Growths are not so good in spite of a fair growing season. Perhaps, however, this is as might be expected, considering the shortage of labor.

First-class trees cannot be turned out with second-class or insufficient labor, and weeds take their toll of the soil, to the detriment of the trees.

Many of us must be wondering how the new era will find us. How shall we proceed? Do we want to take up business on the old lines—to go on where we left off? I think not, for the fact is, the nursery trade will not be able to afford it.

From a grower's point of view, there will be plenty of labour available at a price.

Fortunately for all concerned, we have quitted the days when labour was so cheap that people made stock on the off-chance of selling it. Now there is a good demand for certain lines which can concentrate upon with the almost certainty of selling quickly.

I am told that some firms' retail prices for bush and standard fruit trees are a minimum of 5/- each, and that this is readily paid by all classes. No doubt the prices for fruit during the past and present seasons, and the general advance in the price of commodities all round, has paved the way for such a facile acceptance of the advance in these lines.

Secretary Charles E. Pearson of the British Horticultural Trades Association says:

"The only unpleasant feature of the present movement is the disposition of some members of the trade to belittle and criticise what has been done by our Association during the past twelve years. Mr. Barr very ably stated the case for the unselfish workers who have, during so many years, given time and energy to the service of their fellows, some of whom have not only never lifted a finger or given a penny to help, but have not even the grace to be thankful for what has been done for them. It is not necessary to go over this ground again, but I may just mention one insinuation which appears in a contemporary this week, viz.,

transportation of delegates and members to the meetings; of arranging for exhibits; of promoting the publicity work of the society; of advancing the interests of district, state and national judging contests. The numerous other activities in which the society has been engaged as well as the new ones to be introduced and fostered under the new scheme for a comprehensive high-class, amateur organization seeking to advance and buildup our great continental fruit interests, will likewise be stimulated and directed by such agencies.

that the smaller members of the trade have been kept out of the Association. This is absolutely untrue, and there is not a shadow of foundation for the insinuation. Invitations have been issued from time to time to the whole trade to join up, and the smaller men have been just as welcome as the big ones. If they have not accepted the invitation, where does the fault lie. I can state without fear of contradiction that during the whole existence of the Association, there has not been a single instance of a proposal being refused on account of the size of the business. All that has been asked has been whether the proposal came from a bona fide nurseryman or seedsman, and an honest trader. However, the future is perhaps more important than the past, and now that a strong attempt is being made to bring every member of the trade inside the fold, and to give the smallest a share in the management, it is to be hoped that the invitation will meet with a hearty and generous response, and that before twelve months are passed, we shall be able to boast an organization which not only includes those prominent by business ability and position, but embraces every one who can fairly subscribe themselves as nurserymen or seedsman."

To Foreign Nurserymen

August Rolker & Sons, New York City on December 4th sent this general notice to the foreign horticultural trade and allied branches:

The Department of Agriculture has approved on November 18th the drastic propositions of the Federal Horticultural Board, issued in circular letter of August 29th.

This will mean TOTAL exclusion of ALL PLANT IMPORTATIONS from ALL FOREIGN Countries, excepting only the fruit tree seedlings for propagation, and the Rose stocks, like Manetti, Briar, etc. when imported for propagating purposes, both subject to restricted importation. BULBS and BULBOUS ROOTS are likewise excluded, excepting only: (Lily bulbs, Lily of the valley, Narcissus, Hyacinths, Tulips and Crocus, free from balls of soil or earth; but these are put under the restricted list, subject to foreign and home inspection; likewise nuts, including palm seeds, for oil or reproduction purposes, and the seeds of fruit, forest, ornamental and shade trees, seeds of deciduous and evergreen ornamental shrubs, and seeds of hardy perennial plants.

The protests of the American Horticultural Trade have been of no avail; but since an argument used by the Board in support of these regulations was "that nearly all European countries exclude American Nursery Stocks, and some countries also exclude the bulbs," we have a faint belief that diplomatic pressure and proposed counter concessions may tend to lessen somewhat the extra drastic exclusions. Draw your own inference, and, if interested, start timely action.

By notification of November 28th of the WAR TRADE BOARD, Bureau of Imports, for licenses issued and those extended will from now on remain in force until revoked; the ninety day limit is withdrawn.

AUGUST ROLKER & SONS.

STRAWBERRY PLANTS

OUR SPECIALTY

Largest Wholesalers of Strawberry Plants in America

List of up-to-date varieties (including the best EVERBEARING) mailed on request. Give us your want list, let us quote prices on Guaranteed true-to-name stock. We can ship direct to your customers—under your own tag—at a big saving to you—We use patented plant tubes, for mailing—and light ventilated crates for express.

WANT LIST

We are in the market for Raspberry, Blackberry, Currants, Gooseberry, Grape vines. *Quote us on what you can do.*

E. W. TOWNSEND & SON,
Wholesale Nurseries, SALISBURY, MD.

WANTED

—Apple, Pear and Plum Scions

and stocks or grafts

Write, giving variety and prices.

Harlan Farms Nursery, Lockhart, Ala.

FROM COAST TO COAST---A SURVEY

Traveling from Portland, Maine to San Diego, Cal., I had many opportunities to observe the progress made in nut farming. While in Georgia and in Southern California one may see hundreds of thousands of nut trees that are making their owners a living, in nearly all other states we have to hunt for the nut farmer. Around Los Angeles one can see far more English walnut trees than orange trees and one can reach up the hand in passing the overhanging branches and pick the ripe nuts while walking along the sidewalk or roadways; but when we go to buy the poorest kind of a home-grown English walnut in the cheapest stores we are asked 35 cents a pound for them.

There was an enormous crop of walnuts in Southern California this year and a call was sent out for from 4,000 to 7,000 women to help pick the crop. The trees in that section were in splendid condition except in an old neglected grove and then one could see an odd tree whose terminal branches were all dead as if some pest had girdled the branch a year from its tip.

One had to hunt almonds in order to find them, whereas walnuts are everywhere. One farmer sold a carload of almonds for \$10,065, and his next car for one hundred dollars more. Between Los Angeles and San Diego there is one field of beans 30 miles long and 200 yards wide. Figs are in everyone's back yard they are golden or black in color and retail at two pounds for 15 cents. The ripe fig simply slips down the throat with a most delightful feeling. But woe betide the good natured northerner or rather easterner who offers to pick the figs off a good sized tree for a friend; they ripen as quick as you can pick them and there are often tubs full on a fifteen foot tree. And by the way, figs are not bushes in Southern California as they are around the Virginia coast towns.

On the way to California I took a look in at friend Jones' grafted nut nursery at Lancaster, Pa., and saw hardy pecans, English walnuts and many other varieties, so that I walked up and down row after row living in anticipation of the wonderful joy of being on the beautiful earth and the privilege that we have of serving as creators of new foods. I well remember Mr. Jones' place when it was a mud field on which even weeds put up shabby growth; and now look at it! I would sooner see the Woolworth Building destroyed than that Mr. Jones' trees should be annihilated if we had to lose one or the other place. Mr. Jones has not only beautified his place by planting thousands of utility trees, but he has a pond growing lotus and water lilies besides a great bed of Japanese ivy.

Next I dropped into Dr. J. H. Kellogg's place at Battle Creek to see if the doctor was a practical man as well as a good talker. I was overjoyed to find that the doctor had planted grafted nut trees all around the city boulevards, and he is taking great care of them by keeping them watered during the dry hot weather. Every day the doctor goes out and takes a look at them and he is enjoying himself immensely as he thinks of the joy some one will receive eating choice nuts every winter long years after the doctor has gone. Four years ago Dr. Kellogg planted 48 Pomeroy English walnut seedlings on the Sanitarium grounds. These trees I visited expecting to see them all dead as a result of this past terrible winter, for on the way west I saw thousands of peach

trees winter-killed in New Jersey. This is certainly good news to Southern Michigan growers when I say that not a single tree was winter-killed. All were alive and most took growth from the terminal bud. A bed of Arundo Donax, 17 years old, and all but a small part of one bed of eulalia was dead as earth at the Sanitarium.

Here at Toronto all but six of my peaches were winter killed to the ground and five of those six were part killed. Yet I have alive a Chinese English walnut tree that I got two years ago from Black & Co. of New Jersey. Very strange to say, California privet was not killed at Toronto; though the grapes were. While I noticed the privet dead to the ground on the Kentucky border the grapes were alive.

But all that I saw would take up your entire edition so I will stop here.

Toronto, Can.

G. H. CORSAN.

A Landscape Hint

At the present time, says Dr. Robert T. Morris, of New York City, the nurserymen furnish annually millions of bunches of leaves to customers who call for the popular and willows and maples which are worthy enough of respect on the ground of beauty alone, but which furnish no lead for the keel when we are sailing toward a utility goal. And there are a number of nurserymen who make a specialty of growing grafted and otherwise selected nut trees of the most valuable sorts.

This journal in every issue directs attention to the value of nut trees. As in many other instances, this journal is somewhat in advance of the times, but the times are sure to catch up.

Aside from the utility features of nut trees for food supply purposes, says Dr. Morris, we may return to the old Greek idol of combining beauty with utility, and nut trees ranging from a sugar pine two hundred and fifty feet in height down to the Alderleaved chestnut with its glistening branches trailing over the ground furnish opportunity for beautifying large landscape and small garden as they have never been beautified before by the hand of man.

Cultivated Pecan Trees

Wide extension of nut crop conditions such as are recorded in Texas this year would cause rapid growth of the nut industry. At a time when the native crop is practically a failure, propagated, cultivated nut trees are bearing.

An assortment of Texas pecans as grown by the Nestor of pecan growers of the Southwest, Judge Charles L. Edwards, Dallas, Tex., was received at this office from Mr. Edwards last month. In spite of the drought the judge's trees responded to his wisdom in selection and care and the nuts are of fine flavor and appearance, though perhaps not so large as usual in some cases.

The assortment included Stuart, Van Deman, Delmas, Teche, Burkett, Success, San Saba and Zink—tangible proof of the value of the advice, implied or stated, in the interesting articles Judge Edwards is contributing to the Journal. Let us hope that the time may come, quicker than expected, when throughout the South, and gradually extending to other states, nut culture may rank as an actual, considerable part of horticulture. Too long we have depended as do the squirrels upon what Nature

has seen fit to provide unaided. What Judge Edwards and other propagators have done for man, in improving the native pecan, as shown by the samples before us, corresponds to what others have done with tree and bush and plant fruits generally. The value of the nut as a staple food has been convincingly stated by Dr. J. H. Kellogg, Battle Creek, Mich., whose article, reprinted from the Journal and obtainable at five cents per copy from the American Fruits Publishing Company, Rochester, N. Y., will be found to be highly interesting.

Mount Vernon Walnuts

Wide interest in the nut trees on the George Washington estate, Mount Vernon, Va., was aroused by the illustration in the January 1917 issue of the *American Nut Journal* of the pecan trees in the grove about the residence. Harrison H. Dodge, superintendent of the estate, who has been the custodian for thirty-three years, recently wrote to the *Journal* asking particulars to be observed in the planting of nuts from the two fine Persian walnut trees which he planted many years ago. "They have borne such excellent fruit for several years that I am anxious to propagate more of this variety," he wrote. We asked T. P. Littlepage of Washington, D. C. to advise Mr. Dodge on this point, as he has taken special interest in the Mount Vernon trees. Mr. Littlepage's instructions were:

"It is very important to take the nuts early in the fall, as soon as possible after they are gathered from the tree; put them in a box of sand, and bury the box so that the top of the box will come level with, or a little below, the surface of the ground, so it will get all the rain and snow during the winter. Take them up about the first of April, and plant them in a row, just about as you would plant corn, and about the same depth. They will come up sometime in June; when they first come through the ground they are very tiny, delicate plants, and for that reason the row should be staked every two or three feet to get the exact line, otherwise the weeds will have so covered the little trees that it will be hard to tell which is which, unless you can see them growing in the row. The pecans should not be dried, nor kept around the fire, after they are gathered from the tree in the fall, but should be stratified as soon as possible and you will have no trouble in making them grow."—*American Nut Journal*

A recent issue of the *Montgomery*, Ala., Advertiser contains an account of a visit to the Harlan Farms Nursery, at Lockhart, Ala. Our readers know more or less of this nursery, at least through mention of it in this journal and of Mark Lanier, the manager. The nursery is one of the features of the very extensive development operations in Southern Alabama of the Jackson Lumber Company of which W. S. Harlan is the manager. A wonderful transformation has been made in a comparatively few years of a wilderness of heavy forests of long-leaf yellow pine and dense undergrowth into a thriving farming community. The nursery is an important part of this development.

At some time in the near future we may find space to give our readers some account of how this transformation was made. Suffice it to say now that Mr. Harlan has had a large work to perform and results prove his efficiency.

The nurseryman's objective: The undeveloped market in a yet practically new Nation.

AMERICAN GROWN LINING OUT STOCK

The cost of Importing will far exceed our price for home-grown stock. Furthermore, our plants will give you a better stand.

Write for complete list.

Catalpa Bungei, straight stems, 2 yr. heads, \$350.00 M.

Regels Privet, - 2-3 ft. heavy, 40.00 M.

Also can supply carload lots of the following at right prices:

Barberry Thunbergii, Cornus, Forsythia, Honeysuckles, Lilac, Philadelphus, Sumac, and Snowberry

ONARGA NURSERY COMPANY
CULTRA BROS., Mgrs.

ONARGA,

ILLINOIS

N. C. Peach Pits

After a careful survey of the Peach Seed situation, we are reasonably sure that there are less than a thousand bushels in this entire section, and if you want to be sure of having your seed for it would be a good idea to place order planting fall 1918 (and who does not), now and let them be shipped. The price is \$3 per bushel of 50 lb., sacked f. o. b. cars here, and certainly will be no less later.

J. Van Lindley Nursery Co.,
POMONA, N. C.

Subscribers to the Market Development Fund.

Cherry Trees

We offer for sale our usual supply of first-class one year, two and three year

CHERRIES

Can furnish some extra heavy trees for landscape work Both Mahaleb and Mazzard roots.

Send us a list of your wants

H. M. SIMPSON & SONS
Vincennes, Indiana

PEONIES FOR PROFIT

The demand is increasing for both plants and cut flowers. To get your share you must have the Peonies. Prepare now. Book your order and be assured of your supply.

SARCOXIE NURSERIES
PEONY FIELDS
WILD BROS. NURSERY CO.
SARCOXIE, MO.

1918 Peach Pits

We have a surplus of 100 bushels North Carolina Naturals at \$3.00 per 50 pounds, securely sacked, f.o.b. here.

H. F. HILLENMEYER & SONS
LEXINGTON, KY.

SITUATION WANTED

By party who has had eighteen years' experience in the retail nursery business. Can handle a sales force, write sales and circular letters, bulletins and premium offers. Have assigned and supervised the work of an office force up to twenty people.

Best of reference.

A. V., P. O. Box 124, Rochester, N. Y.

SOMETHING YOU NEED

A large stock
in all sizes

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NORWAY SPRUCE
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We have
Well grown
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SPIREA VAN HOUTTEI
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LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,

DERRY, N. H.

The Round Table

On Paying Basis In Spring

Editor American Nurseryman:

Our fall sales have been much better than we expected and we have been able to handle our trade in a fairly satisfactory way, although our working force is only about one-third of what it usually is this time of the year. Since September the weather has been very favorable which has helped us out. We have devoted practically all our time to taking care of orders and are very much behind with work of getting in stock for winter storage. We really need a few weeks more of good weather to get in shape for winter. We have not been able to keep up with our plantings and I think this condition is quite general, which no doubt will result in considerable shortage in the future.

Prices seem to be adjusting themselves slowly to changed conditions. I see no reason why the nursery business should not be put upon a paying basis next spring.

Painesville, O.

W. B. COLE.

Dec. 9, 1918.

Living Monuments

Editor American Nurseryman:

In order to foster a love for shade trees it behoves the nurserymen of the country to take a leading interest in the planting of shade trees to commemorate the Great War; we owe this to posterity, to the men engaged in the bloody conflict, to the present generation and to ourselves.

Several communities have made an effort along this line, Morrisville, Pa., a town in New Jersey and Narberth, Pa., were the first in the field. In Narberth a tree is to be planted for every enlisted man in any and all the branches of the service. A start was made for Narberth in October when trees were planted for each branch of the service: Army, Navy and Marines; also two trees were planted for two who had made the supreme sacrifice; these latter two were dedicated with the ceremony used by the A. Ex. Forces when placing the body to rest in the soil of France, a salute of musketry, taps and prayer.

A throng of people were present and the move launched an assured success.

A few days ago a letter arrived in Narberth from Private Alfred L. Cutts, Co. A 314th Inf. A. E. F., on active service in France, in which he said:

"Narberth must be getting to be quite a place when the London newspapers mention it. Was looking a Daily Mail over the other day and up near the head of the paper was a piece about Narberth and Narbrook Park. It almost took my breath away. It went on to say that Narberth had started planting trees for the men who had left town to defend their country in France and that three had been planted as a starter with a big celebration attended by hundreds of people, Narberth claiming to the third if not the first place to adopt this idea. Is a tree planted for me, too, or is it only for those that are laid to rest here?"

You see that our defenders are taking an interest in the matter and it is surely up to us to carry on planting our growing monuments for our boys, thereby possibly preventing the perpetration of those horrors in stone that can now be seen in every county seat in Pennsylvania, a stiff little wooden soldier on a pinnacle.

I feel that this planting must be a great boon to the communities providing much

needed shade and awakening an interest in nature generally and trees in particular.

Under the laws of Pennsylvania boroughs may appoint a shade tree commission with power to plant trees along the public highways and streets. Narberth has such a committee now, just appointed; a local nurseryman being the chairman. Why not set the wheels in motion, get your burgess or mayor to introduce the motion to council or have one of your friends in council do so, thereby doing something substantial for your community and a positive benefit of your fellow nurserymen.

A. E. WOHLERT.

The Garden Nurseries,

Narberth, Pa., Dec. 2, 1918.

Wholesalers Commended

Editor American Nurseryman:

In reading over the last issue of the American Nurseryman, I noticed an editorial headed "Is this the custom." I thought it over and wish at the outset to commend the Princeton Nurseries of Princeton, N. J., for their position in protecting the retail nurserymen who deal with them. It's only right and proper to protect those that are paying you hundreds, yes, and thousands of dollars against a small order or two that might be of a paltry sum to the wholesaler, when by rights it belongs to the retail nurseryman.

It's a fact, but not so much in evidence as some time ago, that the wholesaler invites the small planter to purchase from him by mailing price lists that are so low in price that the retail nurserymen cannot sell at, and in so doing the business they get along this line would not amount to 1-16 the amount that the retail nurseryman is paying them every year. If the wholesaler treats the retailer squarely he would not resort to this plan at all, and I have heard nurserymen proclaim the injustice of it. This bad feeling and soreness should be eliminated as between the wholesaler and the retailer.

Along this line and to verify the point I am trying to make, I wish to relate the proper spirit maintained by the Mt. Arbor Nurseries, of Shenandoah, Iowa, E. S. Welch, Prop. This firm had received inquiries from Wichita for price lists. Mr. Welch wrote them that he was not doing a retail business here and he referred both inquiries to us. We made the sales but the orders were small, and would not have amounted to but little with this firm. But it shows their fairness with a firm that has dealt with them more or less for years and no doubt others have had the same treatment from them; and surely it is appreciated. Honesty of purpose to their patrons is what counts and thus perhaps is why the Mt. Arbor Nurseries have prospered. We have no hesitancy in saying that we will recommend both of these firms to the retail nurserymen as they are surely worthy and deserve prosperity.

Wichita, Kan. W. F. SCHELL.

Nov. 30, 1918.

"Good blood at both ends of the line. This means every seedling from a good seed and the seed from a good tree; every bud and graft from best bearing trees and every plant a thoroughbred."—CHARLES L. EDWARDS, Dallas, Tex.

Say you saw it in AMERICAN NURSERYMAN

Plant Exclusion Provisions

Editor American Nurseryman:

Referring to your letter of October 22 relative to the proposed revision of the nursery stock regulations, I would say that following the final hearing on the subject on October 18, a meeting of the Board was held in which your suggestions, along with those of other interested parties, were given careful consideration, as the result of which Quarantine No. 37 and regulations supplemental thereto were formulated. These have been approved by the Secretary, to take effect on and after June 1, 1919, and to supersede the regulations now in force governing the importation of nursery stock into the United States.

Under the terms of these regulations (1) fruits, vegetables, cereals, and other plant products imported for medicinal, food, or manufacturing purposes, and (2) field, vegetable, and flower seeds, may be imported without permit or other restriction.

The following classes of plants and seeds may be imported only in accordance with the permit and other requirements of the regulations:

(1) Lily bulbs, lily of the valley, narcissus, hyacinths, tulips, and crocus.

(2) Stocks, cuttings, scions, and buds, of fruits for propagation.

(3) Rose stocks for propagation, including Manetti, Multiflora, Brier Rose, and Rosa Rugosa.

(4) Nuts, including palm seeds, for propagation.

(5) Seeds of fruits, forest, ornamental, and shade trees, seeds of deciduous and evergreen ornamental shrubs, and seeds of hardy perennial plants.

A copy of the Quarantine and revised regulations will be mailed you as soon as they are received from the printer.

LESTER E. PALMER.

In charge of Entry of Plants and Plant Products Under Restriction.

Washington, D. C.

Dec. 6, 1918.

In President Wilson's re-adjustment program is a proposition that arid, swamp and cut-over land shall be reclaimed. Nursery should keep in mind the need that will arise for nursery stock when that reclamation is effected.

Inspection of Insecticides—The record for the fiscal year ending June 30 last show that 132 cases of alleged violations of interstate law relating to insecticides and fungicides were reported to the solicitor of the U. S. Department of Agriculture with recommendations that the facts be transmitted to the attorney general to institute criminal action or seizure proceedings. By correspondence with the manufacturer 195 cases involving technical or non-flagrant violations were disposed of. On June 30, 1918, fifty-five cases were awaiting preliminary hearings or before the board for final action, 217 were held in temporary abeyance pending the receipt of further information, the outcome of prosecutions based on the same product, or correspondence with the manufacturers, and 325 samples were undergoing analysis and test. The inspectors and sample collectors of the board, operating throughout the United States, collected 748 samples during the year.

Farm Tractor Production—The U. S. Dept. Agr. reports: Tractors manufactured in 1916, 29,670; in 1917, 62,742, in first six months of 1918, 58,543. Sold to users, in 1916, 27,819; in 1917, 49,504. Sold to export, 1916, 29,670; in 1917, 62,472, in first six months of 1918, 15,610. On hand or in transit August 1918, 11,388.

When writing to advertisers just mention American Nurseryman.

A Word From Holland To American Importers

Recent cable advices from our home office at Boskoop inform us that the folks at home are ready to accept orders for Holland-grown nursery stock, and anticipate no difficulty in shipping during the coming spring.

We can furnish reasonable quantities of Rhododendrons, Buxus, Retinospora, Juniperus, Thuya, Spruces, Japanese Maples, Clematis and Dutchman's Pipe; in fact, we will be able to supply nearly all of Holland's Specialties.

We have not lacked for labor in our nurseries, therefore the stock has been properly cultivated and kept in the very best condition and your orders will be filled from this superb stock. Send us your want-list for quotations.

Our wholesale catalogue is now in process; a copy will be mailed on request.

All communications should be addressed to our New York office.

F. J. GROOTENDORST & SONS

(of Boskoop, Holland)

10 Broadway, Room 1101.

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THE AMERICAN Nursery Trade Bulletin SEASONABLE WANT LISTS AND OFFERINGS IN FRUIT AND ORNAMENTAL NURSERY STOCK

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American Nursery Trade Directory

Listing the Nurserymen of the United States, Canada and Europe, with their addresses. Also the shipping laws regulating transportation of Nursery Stock in the Union and Canada, Federal Horticultural Board regulation regarding importations, statistical matter concerning the Nursery Business, and Horticultural Organizations, national, district and state. Alphabetically arranged.

Indexed for ready reference

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Vol. XXIX

ROCHESTER, N. Y., JANUARY, 1919

No. 1



Spring Smiles

The Buying Public—from Missouri, Maine, Michigan, et al.,—usually wait to be shown.

The Buying Nurseryman, however, must have imagination. It is up to him to visualize along bare twigs and bleak branches, the alluring beauties of leaf and blossom which enthuse the B. P. later,

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Princeton Nurseries

PRINCETON, — — — New Jersey

January first

AMERICAN NURSERYMAN--January, 1919

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

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RALPH T. OLcott
Editor and Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

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This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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PERENNIALS

PAEONIAS

AMPELOPSIS VEITCHII

SHADE TREES

FRUIT TREES

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JACKSON & PERKINS CO., NEWARK, NEW YORK

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